

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-08 ISO-00 EB-04 L-01 CEA-01 CIEP-01 OMB-01

RSC-01 SP-02 /020 R

66611

DRAFTED BY: COM/PVERZARIU

APPROVED BY: EUR/EE:NGANDREWS

RSTECHSCHULTE;BEWT:COMM

RSEVERANCE;BEWT:COMM

EUR/EE:RCHRISTENSEN

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R 182218Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST

C O N F I D E N T I A L STATE 230112

E.O. 11652: GDS

TAGS: BEXP, RQ

SUBJECT: STATUS OF ROMANIAN NEGOTIATIONS WITH EASTMAN KODAK
AND OLSZEWSKI ASSOCIATES

1. BEWT CONTACTED EASTMAN-KODAK REGARDING STATUS OF
NEGOTIATIONS WITH ROMANIANS ON PHOTOGRAPHIC PROJECT.
THE TURNKEY PLANT PROPOSED BY THE ROMANIANS WOULD HAVE
HAD CAPABILITY TO PROCESS BLACK AND WHITE FILM, COLOR
FILM, X-RAY FILM FROM PHOTOGRAPHIC AND MOVIE CAMERAS, AS
WELL AS MANUFACTURE SEVERAL TYPES OF PHOTOSENSITIVE PAPER.
INITIAL CONTACT WITH EASTMAN-KODAK WAS MADE IN THE FALL OF
1973, BY REPRESENTATIVES OF THE ROMANIAN EMBASSY IN WASHINGTON.
EASTMAN-KODAK, ON THE BASIS OF THE DATA
FURNISHED BY THE ROMANIANS, REPLIED THAT IT WAS NOT INTERESTED
IN THE PROPOSED DEAL FOR THE FOLLOWING REASONS:

1. EASTMAN-KODAK DID NOT WANT TO EXPORT THE
REQUESTED TECHNOLOGY;
2. THEY CONSIDERED SOME OF THE TECHNOLOGY TOO
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ADVANCED FOR THE NEEDS OF THE ROMANIAN MARKET;

3. THEY CONSIDERED THE PROPOSED PLANT PRODUCTION AND SIZE TO BE UNECONOMICAL;

4. THEY WERE NOT IMPRESSED WITH THE PRICE OFFERED.

EASTMAN-KODAK IS STILL INTERESTED IN SELLING PHOTOGRAPHIC MATERIALS TO ROMANIA AND WILL CONSIDER DIFFERENT TYPES OF PAYMENT INCLUDING BARTER.

2. THE ROMANIANS HAVE BEEN NEGOTIATING SINCE 1971 ON APPARENTLY THE SAME DEAL WITH OLSZEWSKI ASSOCIATES (574 SOMERSET STREET, N. PLAINFIELD, N.J. 07060), A CONSULTANT AND DESIGNER FIRM FOR PHOTOGRAPHIC EQUIPMENT. OLSZEWSKI HAS A PRELIMINARY COMMITMENT FROM EXIMBANK AND HAS THE ADDITIONAL FINANCING LINED UP. ONLY ISSUE STILL UNDER DISCUSSION IS THE PERFORMANCE WARRANTIES REQUIRED BY THE ROMANIANS. A COMPANY REPRESENTATIVE TOGETHER WITH A REPRESENTATIVE OF UNIVERSAL LEAF TOBACCO COMPANY AND ITS SUBSIDIARY, INTAROTO MACHINE DIVISION (ONE OF THE MAIN SUPPLIERS OF EQUIPMENT), WILL BE IN BUCHAREST IN OCTOBER 22 FOR DISCUSSIONS WITH ROMCHIM ON THE PERFORMANCE WARRANTIES AND SOME MODIFICATIONS TO THE CONTRACT. OLSZEWSKI ADVISED US THAT, TO THEIR KNOWLEDGE, THE ROMANIANS HAD APPROACHED AGFA AND GAF ON THE SAME PROJECT BUT HAD BEEN TURNED DOWN.

3. EMBASSY REQUESTED TO ASCERTAIN, IF POSSIBLE WHETHER PROJECT BEING DISCUSSED BY OLSZEWSKI IS IN FACT THE SAME AS THAT MENTIONED IN CONNECTION WITH KODAK. IF IT IS NOT THE SAME, CAN EMBASSY OBTAIN ADDITIONAL DETAILS SO THAT WE CAN ATTEMPT TO INTEREST OTHER FIRMS. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 OCT 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: shawdg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE230112
Document Source: CORE
Document Unique ID: 00
Drafter: COM/PVERZARIU
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740298-0145
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741034/aaaabcrb.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 04 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 JUN 2002 by boyleja>; APPROVED <19 MAR 2003 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: STATUS OF ROMANIAN NEGOTIATIONS WITH EASTMAN KODAK AND OLSZEWSKI ASSOCIATES
TAGS: BEXP, RQ
To: BUCHAREST
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005